

COMMERCIAL LINES PRODUCER SCHOOL

PHASE 1 <i>in-agency</i>		PHASE 2 Course Instruction	
Date	Date	Location	Area
12/17/16	1/16/17 - 1/27/17	Round Rock, TX	<i>Austin</i>
1/7/17	2/6/17 - 2/17/17	Charlotte, NC	<i>Charlotte</i>
1/21/17	2/20/17 - 3/3/17	Scottsdale, AZ	<i>Phoenix</i>
2/4/17	3/6/17 - 3/17/17	Franklin, TN	<i>Nashville</i>
2/25/17	3/27/17 - 4/7/17	San Diego, CA	<i>San Diego</i>
3/25/17	4/24/17 - 5/5/17	Miamisburg, OH	<i>Dayton</i>
4/15/17	5/15/17 - 5/26/17	Hartford, CT	<i>Hartford</i>
5/13/17	6/12/17 - 6/23/17	Englewood, CO	<i>Denver</i>
6/10/17	7/10/16 - 7/21/17	Pleasant Hill, CA	<i>San Fran.</i>
7/1/17	7/31/17 - 8/11/17	Schaumburg, IL	<i>Chicago</i>
7/22/17	8/21/17 - 9/1/17	Atlanta, GA	<i>Atlanta</i>
8/19/17	9/18/17 - 9/29/17	Woburn, MA	<i>Boston</i>
9/16/17	10/16/17 - 10/27/17	The Woodlands, TX	<i>Houston</i>
9/30/17	10/30/17 - 11/10/17	Hanover, MD	<i>Baltimore</i>
11/4/17	12/4/17 - 12/15/17	Hartford, CT	<i>Hartford</i>
11/4/17	12/4/17 - 12/15/17	Costa Mesa, CA	<i>Nwprt Bch.</i>

TUITION COST: \$3,495

VIRTUAL COMMERCIAL LINES SCHOOL

PHASE 1 <i>in-agency</i>		PHASE 2 Course Instruction	
Date	Date	Location	Area
12/17/16	1/16/17 - 1/27/17	Virtual	<i>NA</i>
1/7/17	2/6/17 - 2/17/17	Virtual	<i>NA</i>
2/11/17	3/13/17 - 3/24/17	Virtual	<i>NA</i>
3/11/17	4/10/17 - 4/21/17	Virtual	<i>NA</i>
4/8/17	5/8/17 - 5/19/17	Virtual	<i>NA</i>
5/13/17	6/12/17 - 6/23/17	Virtual	<i>NA</i>
6/10/17	7/10/17 - 7/21/17	Virtual	<i>NA</i>
7/22/17	8/21/17 - 9/1/17	Virtual	<i>NA</i>
8/19/17	9/18/17 - 9/29/17	Virtual	<i>NA</i>
9/9/17	10/9/17 - 10/20/17	Virtual	<i>NA</i>
10/7/17	11/6/17 - 11/17/17	Virtual	<i>NA</i>
11/4/17	12/4/17 - 12/15/17	Virtual	<i>NA</i>

TUITION COST: \$3,495

Performance Coaching for Producers

Through one-on-one coaching, this highly effective 6-month program is designed to support and train producers to help achieve significant and sustainable increases in production and efficiency.

[Click to learn more >>](#)

For full course descriptions and to register, visit [www.HartfordSchoolofInsurance.com](http://www.HartfordSchoolofInsurance.com)

SMALL BUSINESS COVERAGE SPECIALIST PROGRAM

PHASE 1 <i>in-agency</i>		PHASE 2 Course Instruction	
Date	Date	Location	Area
1/8/17	2/7/17 - 2/8/17	Atlanta, GA	<i>Atlanta</i>
3/5/17	4/4/17 - 4/5/17	Frisco, TX	<i>Dallas</i>
4/23/17	5/23/17 - 5/24/17	Chicago, IL	<i>Chicago</i>
7/9/17	8/8/17 - 8/9/17	Hartford, CT	<i>Hartford</i>
8/27/17	9/26/17 - 9/27/17	Brea, CA	<i>Anaheim</i>

TUITION COST: \$695

VIRTUAL PERSONAL LINES SCHOOL

PHASE 1 <i>in-agency</i>		PHASE 2 Course Instruction	
Date	Date	Location	Area
1/28/17	2/27/17 - 3/3/17	Virtual	<i>NA</i>
4/15/17	5/15/17 - 5/19/17	Virtual	<i>NA</i>
7/22/17	8/21/17 - 8/25/17	Virtual	<i>NA</i>
10/14/17	11/13/17 - 11/17/17	Virtual	<i>NA</i>

TUITION COST: \$1,095

**CLICK HERE FOR GROUP BENEFITS OFFERINGS**



TUITION COST: \$3,495



2017 TRAINING SCHEDULE

GROUP BENEFITS SCHOOL

PHASE 1 <i>in-agency</i>	PHASE 2 Course Instruction		
Date	Date	Location	Area
NA	3/7/17 - 3/10/17	Schaumburg, IL	Chicago
NA	5/2/17 - 5/5/17	Fairfax, VA	Wash. DC
NA	6/13/17 - 6/16/17	Atlanta, GA	Atlanta
NA	8/15/17 - 8/18/17	Burbank, CA	Los Angeles
NA	10/3/17 - 10/6/17	Malvern, PA	Philadelphia

TUITION COST: \$1,095

GROUP BENEFITS DISABILITY SPECIALIST PROGRAM

PHASE 1 <i>in-agency</i>	PHASE 2 Course Instruction		
Date	Date	Location	Area
2/12/17	3/14/17 - 3/16/17	Atlanta, GA	Atlanta
2/26/17	3/28/17 - 3/30/17	Hartford, CT	Hartford
3/26/17	4/25/17 - 4/27/17	Costa Mesa, CA	Newport Bch
4/10/17	5/9/17 - 5/11/17	Charlotte, NC	Charlotte
4/23/17	5/23/17 - 5/25/17	Tampa, FL	Tampa
5/7/17	6/6/17 - 6/8/17	Dallas, TX	Dallas
5/21/17	6/20/17 - 6/22/17	Schaumburg, IL	Chicago
6/25/17	7/25/17 - 7/27/17	Hanover, MD	Baltimore
7/2/17	8/1/17 - 8/3/17	Pittsburgh, PA	Pittsburgh
7/16/17	8/15/17 - 8/17/17	Englewood, CO	Denver
8/13/17	9/12/17 - 9/14/17	Princeton, NJ	Trenton
8/20/17	9/19/17 - 9/21/17	Miamisburg, OH	Dayton

TUITION COST: \$795

VOLUNTARY BENEFITS SPECIALIST PROGRAM

PHASE 1 <i>in-agency</i>	PHASE 2 Course Instruction		
Date	Date	Location	Area
1/29/17	2/28/17 - 3/1/17	Phoenix, AZ	Phoenix
2/19/17	3/21/17 - 3/22/17	Salt Lake City, UT	Slt Lk City
3/5/17	4/4/17 - 4/5/17	Charlotte, NC	Charlotte
3/19/17	4/18/17 - 4/19/17	Hanover, MD	Baltimore
3/26/17	4/25/17 - 4/26/17	Chicago, IL	Chicago
4/16/17	5/16/17 - 5/17/17	Chesterfield, MO	St. Louis
4/23/17	5/23/17 - 5/24/17	Costa Mesa, CA	Los Angeles
7/16/17	8/22/17 - 8/23/17	Franklin, TN	Nashville
7/30/17	8/29/17 - 8/30/17	Hartford, CT	Hartford
8/13/17	9/12/17 - 9/13/17	Austin, TX	Austin

TUITION COST: \$695

Have Questions?

Contact Hartford School of Insurance  
at [agentedu@thehartford.com](mailto:agentedu@thehartford.com)  
or (800) 772-0208

CLICK HERE FOR PROPERTY & CASUALTY OFFERINGS



For full course descriptions and to register, visit [www.HartfordSchoolofInsurance.com](http://www.HartfordSchoolofInsurance.com)